

Firm agrees to sell assets to Consolidated International

Last hopes fade for reorganization of DeLorean Motor Co.

By Edward Lapham
Financial Editor

DeLorean Motor Co. capitulated last week, virtually ending any hopes it may have had of reorganizing under Chapter 11 of the U.S. Bankruptcy Code.

The company agreed to sell virtually all of its assets to Consolidated International, Inc., and Group Investors Corp. (a Consolidated affiliate) for \$1.25 million.

Consolidated earlier in the year "loaned" DMC \$17.2 million when DMC in March and May relinquished title to 1,174 DeLorean sports cars through a technical bulk sale of assets. Consolidated had asked U.S. Bankruptcy Judge George E. Woods to take possession of the remaining 649 "financed" cars in DMC inventory shortly after DMC filed a petition for Chapter 11 status in Detroit, claiming DMC owed it about \$8.6 million.

DMC had maintained the agreement with Consolidated, the Ohio-based salvage company which also acquired the remaining Bricklin inventory when

that company went bankrupt, was strictly a financial arrangement and that DMC needed the cars to remain in operation.

However, just before a scheduled trial on the question last Monday (Nov. 1), DMC and Consolidated reached agreement on a proposed settlement.

Judge Woods will begin hearings today (Nov. 8) to determine if the arrangement is legal and in the best interests of all parties, including creditors.

- Under the terms of the proposed settlement, DMC would relinquish claim to the 649 cars, assign outstanding dealer orders to Consolidated, sell its parts inventory plus most of its office furniture and warehouse equipment to Consolidated, assign its distributor rights for the 1,100 Belfast cars which Consolidated hopes to purchase from the receivers of the bankrupt DeLorean Motor Cars, Ltd., subsidiary and grant rights to Consolidated to distribute any cars which subsequently might be produced.

Consolidated agreed to pay

DMC \$1.25 million immediately and \$50,000 per year for the rights.

Lawrence K. Snider, one of the DMC bankruptcy attorneys who has been on retainer since last February, said that if the court approves the settlement, "the bulk of the assets are gone."

When asked if approval of the settlement would precipitate a conversion to liquidation under Chapter 7 of the Bankruptcy Code, Snider said, "I can't tell you."

Although the settlement, if approved by the court, will effectively terminate DeLorean Motor Co.'s ability to operate, the final disposition of the company will likely not be settled that quickly.

The first creditors committee meeting had been scheduled for Nov. 15, but last week some of the creditors told AUTOMOTIVE NEWS some form of legal action might be necessary before that time to block the DMC-Consolidated agreement.

Also, several questions remained unanswered. It was not clear whether DMC could in

fact assign any rights to the car, because the DeLorean Limited Research Partnership, which raised \$18.8 million for R&D in 1978, was assigned the rights to the car at that time.

Snider told AUTOMOTIVE NEWS that DLRP had not been involved in the discussions with DMC, the general partner in DLRP. He said it is likely Consolidated will have to conduct separate negotiations with the partnership to obtain rights to produce the car.

- Sol A. Shenk, Consolidated president, confirmed he had not had any discussions with DLRP about the need to license the rights to the sports car. In conjunction with the action in Bankruptcy Court, Consolidated paid the London receivers of DMCL (1982) a down payment on its proposal to build cars at the Dunmurry, Northern Ireland, plant. Consolidated received a 45-day option to acquire a 99-year lease on the plant.

Paul Shewell, one of the DMCL (1982) receivers, told

AUTOMOTIVE NEWS he believes the DLRP rights questions will have to be settled separately and that the partnership still has some residual rights to the car.

"I don't think their position has changed," Shewell said.

He also said the receivers have not relinquished their claim that the U.S. company still owes the bankrupt factory \$20 million for more than 1,000 cars which were shipped to the U.S. but never paid for.

The dispute has been a point of contention between the U.S. company and the receivers since early this year when DMC claimed it had offsetting warranty claims and other charges.

John DeLorean, in an interview in April, told AUTOMOTIVE NEWS, "The British have a direct lien on all the property we own in the world including this necktie."

If in fact that proves to be the case, the British \$20 million claim could take precedence over the claims of unsecured U.S. creditors and, perhaps, over a proposed settlement with Consolidated.

BIG FOUR FINANCIAL ROUNDUP

Net Income (Loss) in Millions of Dollars

	3rd Quarter		Nine Months	
	1982	1981	1982	1981
American Motors	(\$ 30.9)	(\$ 16.8)	(\$150.6)	(\$ 89.4)
Chrysler	9.4	(140.1)	266.2	(408.7)
Ford	(325.4)	(334.5)	(422.0)	(713.8)
General Motors	129.4	(468.2)	817.7	236.7
TOTAL	(\$217.5)	(\$956.9)	(\$511.3)	(\$975.2)

AMC's 3rd-quarter loss doubles to \$30.9 million

SOUTHFIELD, Mich.—American Motors reported a net loss of \$30.9 million (58 cents a share) for the third quarter ended Sept. 30 on sales of \$754 million. In the same period last year, AMC incurred a net loss of \$16.8 million (32 cents a share) on sales of \$648 million.

Bill to toughen drunk driving laws is signed

WASHINGTON.—President Reagan has signed into law a bill offering \$125 million worth of incentive grants to states which adopt tough drunk driving laws.

The bill, which passed both the House and the Senate by voice vote, allows grants to states which satisfy four basic criteria:

1. Setting a 0.10-percent blood-alcohol concentration standard for legal intoxication.
2. Suspending driver's licenses for at least 90 days for first offenders and at least one year for repeat offenders.

3. Requiring a mandatory minimum sentence of 48 hours in jail or 10 days' community service for repeat offenders.
4. Increasing both enforcement and public information efforts concerning drunk driving laws.

Rep. James J. Howard, New Jersey Democrat, who sponsored the bill with Rep. Michael D. Barnes, Maryland Democrat, called the new law "a positive federal response to a severe national crisis."

The third-quarter results brought AMC's net loss for the first nine months of 1982 to \$150.6 million (\$2.75 a share) on sales of \$2.02 billion compared with a net loss of \$89.4 million (\$1.59 a share) on sales of \$1.97 billion in the same period of 1981.

The company blamed the loss on "the general economic downturn and a resulting failure of the domestic industry to achieve higher sales volume," although it said "continued application of stringent cost controls and the effect of the Alliance launch volume brought the quarterly results to its smallest loss in a year."

AMC's third-quarter wholesale total increased 0.5 percent to 80,063 from 79,686 last year. The nine-month total was off 17.0 percent to 202,861 from 244,504 in 1981.

The wholesale sales total for cars and Jeeps in the U.S. and Canada was a bright spot. In the July-September quarter, that total rose 19.3 percent to 72,783 from 61,011 last year. The year-to-date total was down, however, to 174,057 from 188,675, a decline of 7.7 percent.

Included in that total are imported Renault vehicle wholesale sales, which were up 55 percent in the quarter to 11,860 from 7,650. The total for the January-September period rose 56 percent to 41,281 from 26,545 in 1981.

International factory sales declined 61 percent in the third quarter to 7,285 from 18,675 last year. The nine-month total was off 48.4 percent to 28,804 from 55,829.



NeSmith joins Olds

Martin W. NeSmith, left, signs with Oldsmobile to become dealer/operator of Ne-Smith Chevrolet-Oldsmobile, Inc., Claxton, Ga., with James S. Danhof, center, Oldsmobile assistant zone manager in Jacksonville, Fla., and John A. Martabano, zone manager, serving as witnesses.

Pennsylvania buys 150 Rabbits; VW's biggest state sale

HARRISBURG, Pa.—The state has purchased 150 of the first 1983-model diesel Volkswagen Rabbits built at the company's Westmoreland (Pa.) plant, a \$1.1 million deal and the largest sale ever by VW of a state.

The purchase was arranged through VW of America's Field Sales Operations, established in mid-1982 to seek fleet orders. The winning bid for the purchase went to Bob Montgomery VW, a dealership in Altoona, Pa.

The cars are priced at \$7,387 each, about \$700 below the sticker price, or a total savings of \$100,000.

Gov. Richard Thornburgh announced the purchase while visiting the plant. Dick Cummins, VW of America senior vice president, management and operations, greeted the governor at the plant and handed him the key to one of the Rabbits as well as a miniature scale model of the car.

News roundup

GM continues 60-cent dividend

NEW YORK.—General Motors directors declared a fourth-quarter dividend of 60 cents per share on common stock. The action continues the dividend rate that has been in effect since the second quarter of 1980 and brings 1982 dividends to \$2.40 per share. GM is the only domestic auto company that has paid a dividend on common stock this year.

Honda promotes Ohio plant

GARDENA, Calif.—American Honda is spending \$2 million in a corporate campaign to trumpet the opening of its new-car assembly plant in Marysville, O. The theme is "Starting now, made over here," backed with TV, news weeklies, business publications and newspaper ads. Needham Harper & Steers/West, Los Angeles, handles.

Yokohama Tire opens Georgia facility

SAVANNAH, Ga.—Yokohama Tire Corp. has opened what it calls a major tire distribution center here in a Georgia Port Authority dock warehouse. The firm expects 400 container loads during the next 12 months. Yokohama sells tires ranging from those for small passenger cars up to 58-ply jobs for earthmovers.

BL cuts first-half loss

LONDON.—BL reduced its first-half loss to the equivalent of \$246.1 million this year, compared with \$387.5 million in the first half of 1981. Sales of the state-run auto firm were \$2.5 billion, up from \$2.41 billion in the year-ago period. Production totaled 287,000 vehicles this year vs. 278,000 in the first half of 1981.

Canadian C of C backs free trade in autos

OTTAWA.—At its annual meeting here, the Canadian Chamber of Commerce adopted a free-trade position on Japanese auto imports. Delegates approved a resolution to "resist any calls for additional or prolonged imposition of protectionist measures against the Japanese auto industry, provided that fair access to that market is accorded Canadian suppliers." A tougher resolution was referred to the board of directors for further study. It was advocated by delegates from Windsor, Ont., which has been hard hit by auto industry layoffs.

M-B truck plant opens in Indonesia

WANAHERANG, Indonesia.—Daimler-Benz, of Stuttgart, West Germany, has dedicated an assembly plant here, said to be the first non-Japanese facility in Southeast Asia. The plant will assemble 3,000 to 4,000 trucks and buses and a few passenger cars each year.

Car production closes at 5.45 million

Model-year output is 21-year low

By Patricia Hoffman
Staff Writer

Slumping sales took a toll on the 1982 model year as output fell to its lowest point in more than two decades.

The car manufacturers produced only 5,447,135 units during the 1982 model year, a 17.96 percent decline from 6,639,954 in the comparable 1981 period. It was the lowest model-year output since 5,407,256 units were completed in 1967.

Each of the six auto companies suffered substantial production declines in the '82 model year. On a percentage basis,

the largest dip was at American Motors as output dropped to the company's lowest point on record—70,898 cars, 48.30 percent below 137,125 in the '81 model year.

Volkswagen of America plunged to 102,664 cars in the 1982 model year, a 42.85 percent decline from 179,635 built in '81, and Checker Motors finished with 2,000 units, down 32.20 percent from 2,950. Checker ended production last July.

Chrysler Corp. wrapped up the model year with 592,605 cars, 25.11 percent below the previous year's 791,258. It was

Chrysler's lowest total since 1958 when 581,244 units were completed.

Ford Motor finished with 1,162,642 units, down 16.69 percent from 1,305,594, and it was the lowest model-year output since 1980 when 1,373,582 cars were built.

General Motors assembled 3,516,326 cars during the 1982 model year, a 14.93 percent decline from 4,133,392 in the comparable 1981 period. GM's output was its lowest since 3,484,224 units were completed in the 1975 model year.

New nameplates for 1982 included Buick Skyhawk and Century, Oldsmobile Firenza and Cutlass Ciera, Chevrolet Celebrity, Pontiac 6000, Lincoln Continental, Chrysler LeBaron and Dodge 400.

GM's other J-cars, plus Ford EXP and Mercury LN7, came out in the '81 model year as '82 models. Some were included in '82 production for the first time.



Subaru dealers honored in L.A.

John Kelleher, left, Los Angeles area director, St. Jude Children's Research Hospital, presents a commemorative plaque to James C. Welsh, vice president and general manager, Subaru of Southern California, Inc., and Nicholas Shammass, president, Downtown L.A. Subaru. The men jointly donated a Subaru vehicle as the grand prize in the annual Danny Thomas St. Jude Children's Research Foundation raffle.

3.4 pct. real growth annually for 1985-95

Predicasts sees economic revival

CLEVELAND. — In a new analysis of short-term and long-term economic prospects, Predicasts forecasts that the late 1980s and 1990s will be "a period of unprecedented prosperity" compared with the negligible growth experienced since 1973.

The report is titled "The U.S. Economy: Outlook Through 1995."

The business information and research firm cited moderating inflation and interest rates, improved productivity and a new wave of technological innovations as factors which will drive real economic growth up 3.4 percent annually between 1985 and 1995.

T. Kevin Swift, Predicasts' chief economist and author of the report, said the U. S. is irreversibly evolving into a knowledge-intensive economy as opposed to a capital-intensive or resource-intensive society.

He said that although this transformation will be painful for the "sunset" industries (among them, motor vehicles, iron and steel and leather), excellent opportunities are at hand for "sunrise" industries such as robotics, biochemistry and information processing.

Due to the continued growth of the labor pool resulting from the high birth rate of the 1950s, Swift does not foresee a decline in unemployment until the late 1980s. With consistent gains in labor productivity and only moderate short-term economic recovery, the work force will not be able to absorb new entrants rapidly, he said.

However, demographic factors will ease this situation after 1985, and Predicasts projects an "acceptable" 5 percent unemployment by the early 1990s.

In addition, Predicasts anticipates a decline in the cost of capital funds and credit which "will lower real (non-inflated) interest rates from the current abnormally high 6 percent to 1-2 percent by 1995."

Increased leisure time, a slow-growing, maturing population and the saturation of durable goods markets will each affect consumer spending patterns, Predicasts said.

Replacement will account for the balance of durable goods demand, the firm said, with consumers favoring luxury items which are household-oriented, conservative and classic in taste and styling.

Predicasts anticipates that services will remain the fastest growing segment of consumer spending.

It believes the burgeoning number of women in the labor

force, changes in attitudes and lifestyles and an increase in the annual number of births (the "echo effect" of the post-World War II baby boom) will enhance demand for child-care, personal (including cleaning), medical and recreational services.

The report is priced at \$295 and is available from Predicasts, Inc., 11001 Cedar Ave., Cleveland, O. 44106.

NADA urges stricter laws against odometer tampering

WASHINGTON. — NADA has called for a crackdown on odometer rollbacks. The association wants stricter federal and state laws.

NADA President George W. Lyles cited injury to consumers and dealers alike as he urged federal and state authorities to take action against persons who roll back vehicle odometers to understate mileage prior to sale.

In a resolution passed unanimously by its board of directors, NADA urged enactment of federal legislation to require that all states use uniform vehicle title and odometer forms and that they maintain permanent records of vehicle mileage.

Further, the resolution called on state governments to enact and to enforce strong prohibitions against tampering with odometers.

NADA will also urge states to increase civil and criminal penalties for odometer tampering where they do not provide a sufficient deterrent.

In announcing the action, the NADA board expressed support for the enforcement of existing federal and state odometer laws.

However, Lyles said, "Existing laws do not go far enough to protect the purchasers of used cars and trucks. Dealers and their customers have no adequate way to verify the mileages on used vehicles in the market."

"The rollback of vehicle odometers to deceive potential purchasers is a fraud which the

franchised new car and truck dealers of this country cannot and will not tolerate," he said. "NADA is pledged to fight this practice and to urge the prosecution of those who engage in it."

NHTSA enlisting auto sales force in belt campaign

PITTSBURGH. — Pittsburgh-area automobile dealers, sales managers and manufacturer representatives participated in a pilot program designed to get automobile sales personnel to encourage seat-belt use during their sales presentations.

The meeting, sponsored by NHTSA, was held at the General Motors Training Center in the Pittsburgh suburb of Monroeville.

A 40-minute flip-chart presentation was delivered by Jack Kearns, a former GM sales training administrator.

"We are turning to the automobile sales personnel for help, because we believe they can communicate best to their customers how simple it is to use safety belts and how the safety belt works under emergency conditions," Dr. Bruce Bigelow, NHTSA's head of motivation research, told the dealers.

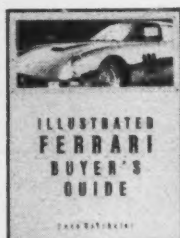
The safety-belt program has the support of every domestic and foreign car manufacturer, as well as NADA.

How calendar output was shared

U. S. CAR MODEL-YEAR OUTPUT, '82 VS. '81

	1982 Model Year	Pct. of Output	1981 Model Year	Pct. of Output	Pct. Pt. Change '82 vs. '81
AMERICAN MOTORS	70,898	1.30	137,125	2.07	-0.77
Concord	33,693	0.62	55,097	0.83	-0.21
Spirit	20,182	0.37	44,599	0.67	-0.30
Eagle/SX4	17,023	0.31	37,429	0.57	-0.26
CHRYSLER CORP.	592,605	10.88	791,258	11.91	-1.03
Plymouth Total	247,936	4.55	393,633	5.93	-1.38
Horizon	85,356	1.57	151,415	2.28	-0.71
Reliant	162,580	2.98	229,283	3.45	-0.47
Gran Fury		0.00	8,608	0.13	-0.13
Caravelle			4,327	0.07	-0.07
Chrysler Total	103,310	1.90	56,726	0.85	+1.05
LeBaron	103,310	1.9	43,490	0.65	+1.25
Chrysler		0.0	2,326	0.20	-0.20
Dodge Total	241,359	4.43	99	0.13	+0.70
Omni	82,003	1.50	128,116	1.93	-0.43
Aries	125,016	2.30	180,680	2.72	-0.42
Diplomat		0.00	25,777	0.39	-0.39
D400	34,340	0.63		0.00	+0.63
St. Regis		0.00	6,126	0.09	-0.09
FORD MOTOR	1,162,642	21.34	1,395,594	21.02	+0.32
Ford Division	748,732	13.74	950,301	14.31	-0.57
Mustang	130,418	2.39	182,562	2.75	-0.36
Fairmont	127,739	2.34	160,828	2.42	-0.08
Granada	120,323	2.21	121,341	1.82	+0.39
Thunderbird	45,142	0.83	86,693	1.31	-0.48
Ford		0.00	78,150	1.18	-1.18
Escort	318,418	5.85	320,727	4.83	+1.02
EXP	6,692	0.12		0.00	+0.12
L-M Division	413,910	7.60	445,293	6.71	+0.86
Mercury Total	328,597	6.03	375,756	5.66	+0.37
Capri	36,134	0.66	58,936	0.89	-0.23
Zephyr	39,092	0.72	52,276	0.79	-0.07
Cougar	56,950	1.05	53,653	0.81	+0.24
XR-7	16,867	0.31	37,275	0.56	-0.25
Mercury	77,157	1.42	61,638	0.92	+0.50
Lynx	100,113	1.83	111,978	1.69	+0.14
LN7	2,284	0.04		0.00	+0.04
Lincoln Total	85,313	1.57	69,537	1.05	+0.52
Lincoln	35,049	0.65	32,839	0.50	+0.15
Mark IV	26,336	0.48	36,698	0.55	-0.07
Continental	23,908	0.44		0.00	+0.44
GENERAL MOTORS	3,516,326	64.55	4,133,392	62.25	+2.30
Buick Division	739,984	13.58	856,996	12.90	+0.68
Skyline	144,560	2.65	262,328	3.95	-1.30
Skyhawk J	47,918	0.88		0.00	+0.88
Century/Regal	328,383	6.03	384,467	5.79	+0.24
Buick	175,052	3.21	158,194	2.38	+0.81
Riviera	44,071	0.81	52,007	0.78	+0.03
Cadillac Division	235,584	4.33	240,189	3.62	+0.71
Cimarron	25,968	0.48		0.00	+0.48
Seville	19,998	0.37	28,631	0.43	-0.06
Cadillac	137,600	2.53	150,915	2.28	+0.25
Eldorado	52,018	0.95	60,643	0.91	+0.04
Chevrolet Division	1,297,357	23.82	1,673,093	25.20	-1.38
Chevette	243,463	4.47	453,982	6.84	-2.37
Camaro	178,808	3.28	126,138	1.89	+1.39
Citation	169,647	3.04	413,378	6.23	-3.19
Malibu	116,125	2.13	226,727	3.41	-1.28
Monte Carlo	92,391	1.71	157,115	2.37	-0.66
Chevrolet	188,178	3.45	184,992	2.79	+0.66
Corvette	25,407	0.47	45,631	0.69	-0.22
Cavalier	195,024	3.58	65,130	0.98	+2.60
Celebrity	92,314	1.69		0.00	+1.69
Oldsmobile Division	702,340	12.89	873,678	13.16	-0.27
Firenza	30,108	0.55		0.00	+0.55
Omega	77,469	1.42	147,918	2.28	-0.81
Cutlass/Ciera	101,320	1.86		0.00	+1.86
Cutlass	194,337	3.57	414,588	6.24	-2.67
Oldsmobile	255,178	4.87	268,568	4.05	+0.82
Toronado	33,928	0.62	42,604	0.64	-0.02
Pontiac Division	541,061	9.93	489,436	7.37	+2.56
6000	40,459	0.74		0.00	+0.74
Firebird	116,364	2.13	70,899	1.07	+1.06
Bonneville	80,440	1.48		0.00	+1.48
Grand Prix	80,650	1.48	108,344	1.63	-0.15
J-1000	118,859	2.18		0.00	+2.18
T-2000	44,469	0.82	70,194	1.06	-0.24
Phoenix	49,165	0.90	127,869	1.93	-1.03
Acadian	10,655	0.20	20,363	0.30	-0.10
Pontiac		0.00	19,819	0.30	-0.30
LeMans		0.00	71,948	1.08	-1.08
VOLKSWAGEN	102,664	1.89	179,635	2.71	-0.82
CHECKER MOTORS	2,000	0.04	2,950	0.04	0.00
Total Cars, U.S.	5,447,135	100.00	6,639,954	100.00	

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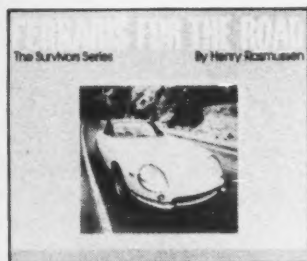
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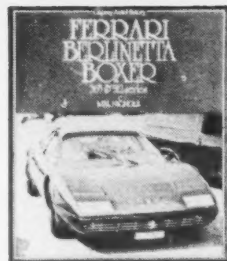
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IMPORT REGISTRATION SHARES IN U. S.

	AUGUST			Pct. Pt. Change '82 vs. '81
	Regis., August, 1982	Percent Share of Market	Regis., August, 1981	
Toyota.....	50,271	23.46	48,365	23.53 - 0.07
Nissan.....	43,739	20.41	37,910	18.45 + 1.96
Honda.....	34,126	15.93	31,298	15.23 + 0.70
Mazda.....	15,181	7.08	12,527	6.10 + 0.98
VW.....	13,590	6.34	19,966	9.72 - 3.38
Subaru.....	12,465	5.82	13,137	6.39 - 0.57
Volvo.....	7,173	3.35	5,903	2.87 + 0.48
Mercedes.....	5,312	2.48	4,895	2.38 + 0.10
Champ.....	4,930	2.30	.....	.....
Colt.....	4,829	2.25	.....	.....
Audi.....	.....	.....	4,568	2.22
BMW.....	.....	.....	3,858	1.88
Others.....	22,674	10.58	23,080	11.23 - 0.65

TOTAL..... 214,290 205,507

Share of U. S. total..... 34.16 28.51 + 5.65

Registrations for Oklahoma not available.

	EIGHT MONTHS				
	Regis., 8 mos., 1982	Percent Share of Market	Regis., 8 mos., 1981	Percent Share of Market	Pct. Pt. Change '82 vs. '81
Toyota.....	355,472	23.74	407,947	24.19	- 0.45
Nissan.....	301,053	20.11	307,302	18.22	+ 1.89
Honda.....	246,780	16.48	257,360	15.26	+ 1.22
Mazda.....	102,005	6.81	120,488	7.14	- 0.33
VW.....	98,771	6.60	157,282	9.33	- 2.73
Subaru.....	90,235	6.03	94,342	5.60	+ 0.43
Volvo.....	51,877	3.46	44,016	2.61	+ 0.85
Mercedes.....	42,401	2.83	40,012	2.37	+ 0.46
BMW.....	32,284	2.16	.....	.....	.....
Audi.....	29,373	1.96	31,611	1.88	+ 0.08
Fiesta.....	.....	.....	31,250	1.85	.....
Others.....	147,071	9.82	194,721	11.55	- 1.73

TOTAL..... 1,497,322 1,686,331

Share of U. S. total..... 29.75 29.07 + 0.68

34.16 pct. of August registrations

Imports take record market share

By Jenny L. King
Staff Writer

Import registrations advanced slightly in numbers for August and were up enormously in percentage share of the total market, according to figures compiled by R. L. Polk & Co.

There were 214,290 new imported cars registered in August, 1982, up 4.27 percent from 205,507 last year. They carved out an any-month record of 34.16 percent of the month's market, up 5.65 percentage points from 28.51 percent in 1981, and up from the former record of 32.41 percent notched in July of this year.

Registrations for the first eight months of 1982 totaled 1,497,322, down 11.21 percent from 1,686,331 last year. Market share for the imports through August reached 29.75 percent, up from 29.07 percent a year earlier.

For August, five of the major

importers improved their shares of the import market compared with a year ago: three lost ground. Nissan enjoyed an increase of 1.96 percentage points, Honda was up 0.70 percentage points, Mazda was up 0.98 percentage points, Volvo was up 0.48 percentage points and Mercedes climbed 0.10 percentage points.

Volkswagen dropped back 3.38 percentage points and relinquished fourth place to Mazda. First-place Toyota was down 0.07 percentage points, and Subaru was off 0.57 percentage points.

The top imports accounted for 89.42 percent of the market, up from 88.77 percent in August of 1981.

Eight-month registrations revealed Nissan taking the biggest step forward and Volkswagen losing the most ground. Nissan was up 1.89 percentage points for Jan. 1 through Aug. 31, 1982, to 20.11 percent from 18.22 percent a year earlier. Volkswagen slipped 2.73 percentage points, to 6.60 percent from 9.33 percent.

Other winners included Honda, up 1.22 percentage points; Subaru, up 0.43 percentage points; Volvo, up 0.85 percent-

age points; Mercedes-Benz, up 0.46 percentage points and Audi, up 0.08 percentage points.

• Toyota was off 0.45 percentage points during the first eight months, to 23.74 percent from 24.19 percent. Mazda was off 0.33 percentage points.

The top ten accounted for 90.18 percent of the import market for the first eight months of 1982, up from 88.45 percent in 1981.

Japanese nameplates accounted for 79.13 percent of all new imported cars registered in August, up from 75.17 percent a year earlier. German-built products claimed a distant 13.39 percent, down from 17.20 percent.

Japan provided 78.05 percent of all imports during the first eight months this year, up from 75.25 percent last year. German cars represented 14.15 percent, down from 17.39 percent.

Registrations by country of origin in August were:

	August, 1982	August, 1981
Japan	169,566	154,480
West Germany	28,702	35,349
Sweden	9,064	7,014
France	4,626	3,200
Italy	1,146	3,729
United Kingdom	914	1,554
Ireland	272	181

Registrations by country of origin for the first eight months were:

	8 mos., 1982	8 mos., 1981
Japan	1,168,709	1,268,993
West Germany	211,817	293,277
Sweden	63,940	53,091
France	33,198	29,515
Italy	11,159	27,281
United Kingdom	6,221	13,892
Ireland	2,278	282

Registrations of imported trucks in August totaled 37,429, down 10.47 percent from 41,808 last year. Totals by maker were as follows:

	August, 1982	August, 1981
Toyota	13,993	12,593
Nissan	8,291	9,514
Mazda	3,912	.....
Ford Courier	2,428	4,853
Chevrolet LUV	8,805	9,777
Others	37,429	41,808

Registrations of imported trucks for the first eight months of 1982 were down 15.50 percent compared with 1981, to 274,789 from 325,178. Totals were as follows:

	8 mos., 1982	8 mos., 1981
Toyota	81,111	83,762
Nissan	60,306	73,799
Mazda	23,760	.....
Ford Courier	21,369	43,094
Chevrolet LUV	78,243	46,975
Others	274,789	325,178

GM, Conn. firm settle dispute on metal ownership

HARTFORD. — General Motors and now-shuttered Bristol Brass Co. have resolved a year-long dispute in U. S. Bankruptcy Court here.

The agreement allows Bristol Brass to fill some outstanding orders for finished metal and pay off money due its lender, National Acceptance Co. of America.

As a result, GM will retrieve some one million pounds of metal (provided to Bristol Brass before the latter filed for protection from creditors last summer under the U. S. Bankruptcy Act's Chapter 11) for use in metal product manufacturing.

At the same time, GM has to pay \$502,000 for an additional 775,000 pounds of metal retained by Bristol Brass.

That sum will go to National Acceptance to reduce Bristol Brass' debt and allow the firm to save about \$1,000 a week in interest payments, according to legal counsel.

After Bristol Brass sought creditor protection last summer, GM brought litigation for rights to 1.5 million pounds of metal supplied to Bristol Brass.

Judge Robert Krechevsky, in the local court, said that GM had effectively sold the metal to Bristol Brass and, hence, could not claim ownership.

The Second Circuit Court of Appeals, to which GM appealed the judge's ruling, returned the matter to Judge Krechevsky for another hearing.

TOP CARS

U. S. registrations for the first eight months of 1982. Registrations not available for Oklahoma.

1982 Position	Make	1981 Position
1— 801,915	Chevrolet	996,719—1
2— 591,989	Ford	679,113—2
3— 493,395	Oldsmobile	568,690—3
4— 449,948	Buick	481,597—4
5— 355,472	Toyota	407,947—5
6— 301,053	Nissan	307,302—6
7— 300,990	Pontiac	375,462—6
8— 246,780	Honda	257,360—8
9— 208,484	Mercury	233,415—10
10— 164,735	Plymouth	233,791—9
11— 161,547	Dodge	213,184—11
12— 146,702	Cadillac	138,883—13
13— 105,827	Chrysler	63,937—17
14— 102,005	Mazda	120,488—14
15— 98,771	VW	157,282—12
16— 90,235	Subaru	94,342—15
17— 56,218	AMC	88,784—16
18— 51,877	Volvo	44,016—18
19— 50,907	Lincoln	39,668—20
20— 42,401	Mercedes	40,012—19
21— 32,284	BMW	.....
22— 29,373	Audi	31,611—21
.....	Fiesta	31,250—22
.....	Other	.....
147,071	Imports	194,721
.....	Misc.	.....
1,825	Domestics	1,963
5,031,804	Total	5,801,537

Automotive News analysis of new-car registrations based on R. L. Polk & Co. statistical report
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factories list auction dates

Chrysler Corp.

Nov. 9—Aptco Auto Auction, Taylor, Mich., and Hatfield Auto Auction, Hatfield, Pa.

Nov. 10—St. Pete Auto Auction, Clearwater, Fla.

Nov. 12—Concord Auto Auction, Acton, Mass.

American Motors

Nov. 9—Aptco Auto Auction, Taylor, Mich.

Nov. 10—Kansas City Auto

Auction, Kansas City, Mo.; Metropolitan Milwaukee Auto Auction, Caledonia, Wis.; Columbus Fair Auto Auction, Obetz, O., and Southern Auto Auction, Warehouse Point, Conn.

Nov. 11—Minneapolis North Star Auction, Shakopee, Minn.

Nov. 12—Concord Auto Auction, Acton, Mass.

Nov. 16—D-A Auto Auction, New Stanton, Pa.

Nov. 17—Dallas Auto Auction, Grand Prairie, Tex.; Columbus Fair Auto Auction, Obetz, O.; Central States Auto Auction, Mason City, Ia., and Sand Mountain Auto Auction, Boaz, Ala.

Nov. 18—Minneapolis North Star Auto Auction, Shakopee, Minn.; Evansville Auto Auction, Evansville, Ind.; Todd Auto Auction, Telford, Pa., and Fredericksburg Auto Auction, Fredericksburg, Va.

Nov. 19—Floyd Hauhe Auto Auction, Bridgeton, Mo.

Nov. 23—Aptco Auto Auction, Taylor, Mich.

Nov. 24—Kansas City Auto Auction, Kansas City, Mo.; Metropolitan Milwaukee Auto Auction, Caledonia, Wis.; Columbus Fair Auto Auction, Obetz, O.; Southern Auto Auction, Warehouse Point, Conn., and Minneapolis North Star Auto Auction, Shakopee, Minn.

Nov. 26—Concord Auto Auction, Acton, Mass.

Nov. 30—D-A Auto Auction, New Stanton, Pa.

Ford Motor Co.

Nov. 9—Aptco Auto Auction, Chicago, Ill., and Harrisonburg Auto Auction, Harrisonburg, Va.

Nov. 10—Columbus Fair Auto Auction, Obetz, O.

Nov. 17—Clanton's Auto Auc-

tion, Darlington, S. C.; Metro Auto Auction of Kansas City, Lee's Summit, Mo., and Golden Gate Auto Auction, Fremont, Calif.

Nov. 18—Minneapolis Northstar Auto Auction, Shakopee, Minn., and Skyline Auto Exchange, Fairfield, N. J.

Nov. 30—Dallas Auto Auction, Dallas, Tex., and Aptco Auto Auction, Taylor, Mich.

Dec. 1—Northway Exchange, Clifton Park, N. Y.; Lakeland Auto Auction, Lakeland, Fla., and Southern California Auto Auction, Fontana, Calif.

Volvo honors Stillpass, 20-year dealership

CINCINNATI — Joseph and Stanford Stillpass, of Stillpass Bros., Inc., have been honored for 20 years of service as Volvo dealers.

The award includes an individually engraved block of Swedish crystal and a certificate signed by Bjorn Ahlstrom, president of Volvo of America Corp. Stillpass Bros. has a staff of 60 people and sells about 175 Volvos annually.



Wins order

Peter Young, left, Rolls-Royce Motors regional director, presents Order of the Silver Lady Award to Anthony Thompson, president of Rolls-Royce of Beverly Hills. The award, for outstanding sales achievement, was presented to Thompson for the sixth consecutive year.

Model breakdown

	November To Date	October	September
1982	\$7,073	\$7,982	\$8,253
1981	6,150	6,457	6,584
1980	4,996	5,115	5,204
1979	4,878	4,511	4,907
1978	3,309	3,493	3,822
1977	2,811	2,812	3,010
1976	2,364	2,091	1,976
1975	1,202	1,355	1,271
OVERALL AVERAGE	\$4,636	\$4,513	\$4,807

Used car sales

	Auction Averages
November to date	\$4,636
Month ago	\$4,481
Year ago	\$4,405

used-car auction directory

Display Rates: \$64.00 per column inch (minimum space, 1 inch on 1 column). Listing Rates: (Maximum: Four lines of type - 1" line).

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5. LANSING AUTO AUCTION, Lansing, Mich. 48906
6. KANSAS CITY AUTO AUCTION, Kansas City, Mo. 64127
7. BUTLER AUTO AUCTION, Columbus, Pa. 15004
8. METRO MILWAUKEE AUTO AUCTION, Caledonia, Wis. 53008
9. FLORIDA AUTO AUCTION OF ORLANDO, Orlando, Fla. 32781
10. CALIFORNIA AUTO AUCTION, Fontana, Calif. 92335
11. FREDERICKSBURG AUTO AUCTION, Fredericksburg, Va. 22401
12. CALIFORNIA AUTO AUCTION, Fontana, Calif. 92335
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But economy still scares buyers

Dealers note slight sales upturn

Continued from Page 1

in that car than I've seen in any new model in three or four years," Boeckmann said.

Roy Chapman, owner of Sheehy Ford, Philadelphia, said October was his best new-car month "in the last year." Chapman's movers are the Crown Victoria and the Escort. About the new LTD, Chapman said, "The public has not looked at that car enough yet."

• Chapman's dealership has already written 25 orders for the new Thunderbird.

Chapman also noted increased demand for luxury cars at the store's Lincoln-Mercury dealership in Springfield, Pa.

"The economy is the biggest problem: putting people back to work," he said. "People who aren't working can't afford to buy and people who are working are worried about how long they'll continue to be working."

"I think it's just an attitude of uncertainty by the buying public," said George Poling, general manager, Jerry's Chevrolet, Baltimore, Md. "People are concerned about what the

future may bring."

Poling said his dealership is fighting high inventories of '82s, although he noted that the GM financing carrot seems to be working.

"We're optimistic," he said. "We think this program will work and work well for us. We're looking forward to the next 60 days."

Boa Langley III, Langley Oldsmobile, Jacksonville, Fla., said "sales of '83s are beginning to pick up," with big cars leading the way. "Business is a little better than it was at this time last year," he noted.

• At Sledge Chevrolet-Oldsmobile, Cleveland, Miss., sales were up in '82 and are expected to increase again in '83, said Thomas Sledge, general manager. The Oldsmobile 98 was the top nameplate at the dealership last year. Slow sellers have been the Malibu and Monte Carlo.

Joe Watts, general manager, Roy Rioux VW/Mazda, Westboro, Mass., said Rabbit sales are off about 20 percent but reception to the new high-per-

formance Rabbit GTI has been "excellent."

"Right now, we're seeing the car buffs, the enthusiasts," he said.

His Mazda sales "have been going great guns," with the GLC his volume car. The redesigned Volkswagen Scirocco, however, "has not enjoyed the acceptance we had hoped for," he said.

Watts said that recent dips in the interest rate have not stimulated buyers.

"I think there's just too many people out of work," he said.

AMC/Renault dealers continue to cash in on the new Alliance. Greenfield AMC/Jeep/Renault in suburban Detroit

Harvester makes two moves on financial front

CHICAGO.—International Harvester shareholders have approved two proposals which the company said will allow it to move ahead with its refinancing plan.

Shareholders approved an increase in authorized common stock to 100 million shares from 60 million and the issuance of Series A preference shares and warrants.

Lenders earlier approved a financial restructuring plan that would permit the conversion of \$350 million of debt into equity and also substantially reduce the company's cash interest payments.

Harvester also said it had resolved a dispute with Deere & Co. which it said could have threatened the sale of its construction-equipment business to Dresser Industries and possibly force the company into bankruptcy proceedings.

Deere, which had won a court order requiring Harvester to pay \$28.5 million in damages for patent infringement, had liens placed against Harvester property in Illinois, including its construction-equipment facilities.

Harvester said it had agreed in principle to place its Phoenix proving grounds in escrow as security for the payment to Deere, pending the outcome of Harvester's appeal of the size of the award. It said Deere agreed to drop its liens.

Import-car sales climb in October; domestics steady

Continued from Page 3

and dealers reported sales of 1,175 new cars for openers.

Third-period domestic sales were off 4.25 percent, to 187,238 from 195,551 last year. With nine selling days this year compared with 10 in 1981, the daily rate of 20,804 was up 6.39 percent from 19,555.

In the final 10 days, GM was down 5.81 percent, Ford was off 4.31 percent, Chrysler was up 26.04 percent, AMC was up an estimated 12.50 percent and VW/A dropped 62.40 percent.

GM earned 59.54 percent of the last-period domestic market, Ford had 22.38 percent, Chrysler had 13.93 percent, AMC earned 2.40 percent and VW/A had 1.75 percent.

Based on third-period sales, an annualized rate for 1982 was 1,128,300 domestic cars.

sold 80 Alliance models in a month and a half, said Ed Quinlan, general sales manager.

"If I had had the cars on hand, it would have gone well over 100," he said.

"The acceptance of that car has been great," he added. "The

car performs and handles just super. Once they've had a ride in it, they're not too hard to close.

"My salespeople like it, too. It's not too hard to sell a car when you're sold on it yourself."

DOMESTIC CAR SALES

	Oct. 21 to Oct. 31, 1982	Same Period, 1981	October, 1982	Same Month, 1981	Jan. 1 to Oct. 31, 1982	Same Period, 1981
Renault Alliance			7,204		14,041	
Spirit			793	1,696	14,593	30,839
Concord			1,643	4,179	27,063	52,940
Pacer						111
Eagle				3,082	29,518	35,603
AMERICAN MOTORS*	4,500	4,000	12,722	9,743	85,215	119,493
Horizon	1,813	1,845	4,040	4,736	39,938	67,966
Turismo/TC3	1,445	1,178	3,646	3,290	33,689	46,372
Reliant/Volare	5,805	6,268	13,564	18,766	122,068	172,988
Plymouth	267	183	790	409	17,218	453
Total Plymouth	9,330	9,474	22,040	27,201	212,913	287,779
LeBaron		290		890		35,312
LeBaron K	2,871	1,672	7,330	1,672	76,359	1,672
Cordoba	538	571	1,481	1,558	13,588	21,296
New Yorker 5th Ave.	2,440	608	6,578	1,470	52,621	1,650
E-Class	895		3,339		3,339	
Chrysler						17,080
Total Chrysler	6,744	3,141	18,728	5,590	145,907	77,010
Total Imperial	77	88	168	223	2,197	4,094
Omni	1,348	1,226	3,266	3,626	33,214	49,619
Charger/024	1,513	1,318	3,732	4,098	34,694	45,256
Aries/Aspen	4,745	4,186	11,445	13,571	91,869	130,887
Dodge 400	1,099	526	2,583	528	23,523	528
Diplomat	547	413	1,948	1,291	22,451	23,464
Mirada/Magnum	248	320	625	864	6,439	12,552
Dodge 600	431		1,621		1,621	
Dodge St. Regis						5,628
Total Dodge	9,931	7,991	25,220	23,978	213,811	267,534
CHRYSLER CORP.	26,082	20,694	66,156	56,992	574,828	636,817
Pinto						10,637
EXP	915	2,361	1,962	5,234	32,110	46,835
Escort	10,864	9,929	23,945	24,138	285,427	248,575
Mustang	4,397	4,733	12,116	12,388	101,453	139,906
Fairmont	4,005	3,969	11,008	11,710	109,916	164,597
Granada	1,292	4,031	3,712	12,431	86,812	91,251
Thunderbird	1,081	1,639	3,333	4,873	39,171	62,583
LTD '83	3,056		6,262		6,454	
Ford Crown Victoria	3,555	3,270	9,705	8,464	104,202	97,543
Ford Division	29,165	29,932	72,043	79,238	765,545	861,327
Bobcat						2,169
LN7	232	610	494	1,369	10,820	15,323
Lynx	2,363	3,571	5,312	8,460	83,320	81,225
Zephyr	1,126	1,068	3,183	2,908	35,503	45,685
Cougar/Monarch	531	2,192	1,770	5,113	38,287	38,942
XR-7	351	724	1,071	1,876	14,367	26,146
Capri	1,146	1,324	3,124	3,177	25,743	42,991
Marquis '83	1,284		2,991		2,991	
Mercury Gd. Marquis	2,376	1,960	6,326	5,019	61,848	43,902
Total Mercury	9,409	11,449	24,271	27,922	272,879	296,383
Cont./Versailles	823	724	2,143	1,839	18,871	1,869
Lincoln	1,516	881	4,767	2,425	32,847	25,063
Mark VI	997	813	2,694	2,306	22,317	26,276
Total Lincoln	3,336	2,418	9,604	6,600	74,035	53,208
L-M Division	12,745	13,867	33,875	34,522	346,914	349,591
FORD MOTOR	41,910	43,799	105,918	113,760	1,112,459	1,210,918
Skyhawk	1,592		3,922		36,874	
Skyline	4,485	8,592	10,911	17,088	121,852	171,386
Century FD	3,578		8,130		76,217	
Regal Sedan	2,922	3,900	7,657	8,723	66,512	109,373
Regal Coupe	4,941	6,705	14,142	16,765	122,383	184,443
Le Sabre	3,904	3,092	10,973	7,568	91,160	68,273
Electra	2,253	2,650	6,235	6,395	48,349	47,360
Riviera	1,806	1,717	4,898	4,364	35,908	40,330
Buick Division	25,481	26,656	66,868	60,903	599,255	621,165
Cimarron	511	1,054	1,125	2,510	10,210	11,300
Seville	991	964	2,413	2,373	18,712	19,062
Cadillac	5,660	4,727	15,513	12,897	123,990	115,247
Eldorado	2,290	2,072	5,893	5,467	45,876	45,115
Cadillac Division	9,452	8,817	24,944	23,247	198,788	190,724
Chevette	6,334	5,521	15,056	15,338	197,193	309,924
Cavalier/Monza	3,861	6,424	8,769	14,398	98,254	71,368
Citation/Nova	5,410	9,439	12,733	20,924	156,495	255,685
Camaro	4,040	1,255	10,654	3,457	150,745	89,505
Celebrity	3,937		9,481		75,578	
Malibu	3,369	5,425	8,426	14,656	92,648	188,605
Monte Carlo	3,199	4,971	8,355	13,384	82,857	143,323
Chrysler	6,440	8,244	17,371	18,930	170,857	176,979
Corvette	554	784	1,433	1,839	18,934	26,293
Chrysler Division	37,144	42,063	91,898	102,926	1,043,561	1,261,882
Firenza/Startire	940		2,423		21,985	
Omega	2,054	3,857	5,331	9,516	61,525	96,984
Cutlass Ciera	4,422		12,297		88,677	
Cutlass		5,050		13,744		167,058
Supreme	8,576	7,349	28,739	20,986	238,180	237,876
Olds 88	5,307	4,332	15,335	11,434	151,201	137,411
Olds 98	3,226	3,354	9,851	8,775	72,076	69,246
Toronado	1,231	1,185	3,391	3,117	28,102	33,115
Oldsmobile Division	25,756	25,127	77,387	67,572	661,746	741,690
T-1000	1,237	1,802	3,067	4,439	42,855	47,537
J-2000/Sunbird	1,555	3,080	3,903	7,866	46,732	67,561
Phoenix	1,431	2,895	3,358	8,014	41,026	71,205
Firebird	2,382	719	6,064	2,078	84,807	49,199
6000	2,175		5,532		41,004	
Bonneville/LeMans	2,382	2,338	6,710	6,100	64,086	63,542
Grand Prix	2,478	3,382	6,806	10,170	71,547	114,526
Pontiac		1,375		4,158	4,176	78,697
Pontiac Division	13,640	15,691	35,240	40,825	396,233	492,367
GENERAL MOTORS	111,473	118,354	295,317	295,473	2,899,584	3,307,828
VOLKSWAGEN	3,273	8,704	8,758	15,264	78,381	141,928
DOMESTIC TOTAL	187,238	195,551	487,871	491,107	4,750,466	5,416,984
IMPORT TOTAL	168,379	157,078	557,078	548,185	6,601,383	7,424,092

INDUSTRY TOTAL .. 656,250 648,185 6,601,383 7,424,092
 *—Estimate.
 —AMC does not have a nameplate breakout for 10-day periods.

IMPORTED CAR SALES

	October, 1982	October, 1981	10 Mos., 1982	10 Mos., 1981
Alfa Romeo	208	211	1,752	1,862
Audi	3,435	3,529	38,086	42,173
BMW	3,781	2,624	41,813	35,119
Challenger	712	802	12,357	10,797
Chrysler	1,596	2,771	32,772	35,644
Coit	1,572	2,846	33,716	36,209
Datsun	33,754	30,609	389,105	398,719
DeLorean	251	720	2,830	1,715
Fiat	570	2,083	13,136	29,779
Fiesta				32,856
Ford	28,650	23,234	308,161	321,613
Isuzu	1,631	1,759	12,405	15,170
Jaguar	866	394	7,746	3,673
Lancia	214	79	975	977
Mazda	13,673	12,758	135,153	143,815
Mercedes-Benz	5,541	5,131	53,120	51,714
Mitsubishi	1,175		1,175	
MG		120		3,575
Peugeot	1,191	1,769	12,041	14,630
Porsche	1,237	752	10,976	9,006
Renault	3,116	2,618	32,112	25,947
Rover		80		679
Saab	1,444	1,211	15,136	11,911
Sapporo	800	862	10,840	11,621
Suhami	13,770	11,688	125,229	130,307
Toyota	40,532	38,835	441,307	498,622
Triumph		328		9,391
Volkswagen	4,370	5,237	54,712	72,606
Volvo	4,290	4,028	64,262	56,978
TOTAL	168,379	157,078	1,850,917	2,007,108

U. S. CAR SALES BY MARKETING UNITS

	Oct. 1982	Oct. 1981	10 Mos. 1982	10 Mos. 1981
Chevrolet	91,898	102,926	1,043,561	1,261,882
Ford	72,043	79,238	765,545	894,183
Oldsmobile	77,367	67,572	661,746	741,690
Buick	66,868	60,903	599,255	621,165
Toyota	40,532	38,835	441,307	498,622
Pontiac	35,240	40,825	396,233	492,367
Datsun	33,754	30,609	389,105	398,719
Plymouth	24,436	30,834	256,525	335,044
Honda	28,650	23,234	308,161	321,613
Dodge	27,504	27,626	259,884	314,940
Mercury	24,271	27,922	272,879	296,383
VW of America	15,800	24,781	182,155	265,548
Cadillac	24,944	23,247	198,788	190,724
AMC-Renault	15,838	12,236	117,327	145,440
Mazda	13,673	12,758	135,153	143,815
Subaru	13,770	11,698	125,229	130,307
Chrysler/Imperial	18,896	5,813	148,184	81,104
Volvo	4,290	4,026	64,262	56,978
Lincoln	9,604	6,690	74,035	53,208
Mercedes-Benz	5,541	5,131	53,120	51,714
BMW	3,781	2,624	41,813	35,111
Fiat	784	2,162	14,111	30,747
Jaguar-Rover-Triumph	686	922	7,746	17,318
Isuzu	1,631	1,759	12,405	15,170
Peugeot	1,191	1,769	12,041	14,630
Saab	1,444	1,211	15,136	11,911
Mitsubishi	1,175		1,175	
DeLorean	251	720	2,830	1,715
Alfa Romeo	208	211	1,752	1,862
TOTAL	656,250	648,185	6,601,383	7,424,092

416,675 cars built, leanest total since GM strike of 1970

October output lowest in 12 years

By Patricia Hoffman
Staff Writer

Domestic auto production in October was the lowest for that month in 12 years.

In October, the makers finished 416,675 cars, down 22.14 percent from 535,129 built in the comparable month last year. It was the lowest October total since 1970 when only 390,016

units were completed. All General Motors operations were closed by a strike in October of 1970.

Only one of the five auto makers showed a gain last month from the comparable 1981 period. American Motors assembled 16,514 cars, up 77.99 percent from last year's 9,278. Renault Alliance (13,118) made

the difference.

Totals for the other companies were: Volkswagen of America, 7,518, down 58.68 percent from 18,195 last year; Ford Motor, 92,839, down 24.90 percent from 123,620; General Motors, 244,878, down 22.56 percent from 316,225, and Chrysler Corp., 54,926, down 18.45 percent from last year's 67,354.

Overtime at two assembly points and the return of two others helped boost last week's estimated output to 111,392 units, a 5.50 percent gain from the previous week's 105,580, and up slightly from the 110,563 units built in the comparable 1981 period.

Year-to-date, the makers finished 4,425,486 units, a 21.51 percent decline from last year's 5,638,483.

GM's Arlington plant operated six days last week.

Also at GM, the Detroit point worked 1.6 hours of daily overtime on both shifts last week, with two eight-hour shifts operating Saturday (Nov. 6).

GM's Lordstown facility was idle last week for inventory control. Production is slated to resume Nov. 15.

Still down last week due to high inventories were GM's Oklahoma City facility and Ford's San Jose point.

Model changeover downtime continues at GM's Bowling Green point and Ford's Lorain facility. Both plants, idled Oct. 13, are slated to begin 1983 model production in December.

The GM Doraville point and the Ford Metuchen plant returned last week following downtime to adjust overstocked inventories.

Truck production in October sinks to 12-year low

Although domestic truck production in October was up from the September total, it was the lowest output for that month in 12 years.

Last month, the truck manufacturers assembled 151,485 units, down 6.52 percent from 162,057 built in the comparable 1981 period. It was the lowest total for October since 1970 when only 108,344 units were completed because of a strike against General Motors.

Downtime at five assembly points pulled last week's estimated truck output down to 26,879 units, a 30.55 percent drop from 38,703 built the previous week, but the total was 1.42 percent above the 26,503 assembled in the comparable 1981 period.

So far this year, the makers have assembled 1,662,664 units, a 15.48 percent gain from last year's 1,439,729.

High inventories closed one General Motors point and four Ford Motor facilities last week.

The light-duty Chevrolet and GMC truck lines were idled for one week at GM's Flint plant. Operations are slated to resume today (Nov. 8). Also closed for inventory control were Ford's Kansas City, Louisville, Norfolk, and Twin Cities plants.

International Harvester's Fort Wayne and Springfield facilities remained down last week to control inventory.

Volkswagen of America's Westmoreland point, idle since June 28, is slated to return next month.

U. S. CAR PRODUCTION

	Week Ended Nov. 6, 1982	Week Ended Nov. 7, 1981	Week Ended Oct. 30, 1982	Oct. Total	Jan. 1 to Nov. 7, 1981	Jan. 1 to Nov. 6, 1982
AMERICAN MOTORS.....	3,900*		3,932*	16,514	104,572*	81,951*
AMC Total.....	800*		809*	3,396		46,128*
Spirit.....				544		
Concord.....				2,852		
Eagle.....				3,123*		35,823*
Renault Total.....	3,000*		3,123*	13,118		35,823*
Alliance.....	3,000*		3,123*	13,118		35,823*
CHRYSLER CORP.....	14,950	11,784	15,254	54,926	680,027	514,087
Plymouth Total.....	5,550	4,644	6,243	23,012	337,529	207,406
Horizon.....	2,200		2,369	7,459	127,414	67,925
Reliant.....	3,300	4,644	3,786	15,275	200,528	138,378
Caravelle (81).....					2,139	
Caravelle (83).....	50		88	278		1,103
Gran Fury.....					7,448	
Chrysler Total.....	2,200	2,790	2,225	7,947	44,799	98,501
LeBaron.....	1,300	2,790	1,297	4,742	39,937	86,527
Chrysler.....					4,862	
Chrysler E-Class.....	900		928	3,205		11,974
Dodge Total.....	7,200	4,350	6,786	23,967	297,699	208,180
Omni.....	2,300		2,169	6,961	114,213	63,700
Aries.....	3,600	3,005	3,459	13,371	158,508	109,102
Diplomat.....					12,644	
Dodge 400.....	500	1,345	318	1,545	8,652	27,093
Dodge 600.....	800		840	2,090		8,285
St. Regis.....					3,682	
FORD MOTOR.....	25,827	11,030	23,040	92,839	1,197,712	940,470
Ford Division.....	15,818	5,071	13,466	55,807	814,492	589,497
Escort.....	5,977	3,859	4,082	20,163	324,893	234,585
Fairmont.....	3,320	601	2,936	9,527	160,760	106,949
Must./Must. II.....	1,856		1,916	7,706	136,947	108,812
LTD/Granada.....	4,665	611	4,532	17,916	91,367	104,003
Thunderbird.....					58,437	29,326
Ford.....					40,886	
EXP.....				495	1,202	5,822
L-M Division.....	10,009	5,959	9,574	37,032	383,220	350,973
Mercury Total.....	7,615	3,881	7,519	28,364	326,763	268,311
Lynx.....	1,487	1,421	1,198	6,129	108,911	72,804
Capri.....	324		353	1,796	44,951	29,742
Zephyr.....	1,018	160	944	2,865	46,351	34,182
Marquis/Cougar.....	1,882	654	2,086	7,447	41,649	47,906
XR-7.....					27,321	10,580
Mercury.....	2,904	1,646	2,938	9,937	56,923	71,545
LN7.....				190	657	1,552
Lincoln Total.....	2,394	2,078	2,055	8,668	56,457	82,662
Continental (82).....	478	1,039	411	1,735	8,511	17,060
Lincoln.....	1,433	636	1,232	5,076	24,212	39,500
Mark VI.....	483	403	412	1,857	23,734	26,102
GENERAL MOTORS.....	66,815	83,447	63,354	244,878	3,504,066	2,819,157
Buick Division.....	15,290	18,251	14,624	58,559	779,572	656,775
Skyhawk.....	3,660	6,323	3,709	8,557	242,802	125,191
Skyhawk J.....	1,035		1,245	5,524		58,818
Century.....	1,360	1,402	1	4,358	91,901	98,047
Regal.....	4,120	4,838	4,039	17,003	233,833	180,015
Buick.....	4,130	3,942	4,151	17,872	151,482	157,816
Riviera.....	985	1,746	1,479	6,245	59,554	36,888
Cadillac Division.....	7,072	4,900	5,925	23,557	227,063	205,759
Cimarron.....	540	410	425	1,421	21,164	7,211
Seville.....	587	349	465	2,244	21,459	19,150
Eldorado.....	1,265	1,121	1,076	5,074	50,771	48,710
Cadillac.....	4,680	3,020	3,959	14,818	133,669	130,688
Chevrolet Division.....	19,004	30,858	19,803	72,144	1,287,507	903,745
Chevette.....	5,090	7,820	4,853	15,310	309,821	189,970
Cavalier.....	1,860	7,896	3,863	11,210	113,099	79,995
Celebrity.....		2,032		4,226	4,215	58,477
Camaro.....	5,189	585	4,681	10,038	88,507	194,090
Citation.....	1,345	5,547	1,406	9,204	276,605	145,277
Mailbu.....	2,991	3,722	2,536	11,100	203,462	107,819
Monte Carlo.....	2,049	2,745	1,955	8,940	121,612	68,284
Chevrolet.....	500	511	509	2,116	144,055	37,319
Corvette.....					26,701	22,514
Oldsmobile Division.....	19,833	15,859	15,607	64,541	745,782	668,498
Omega.....	1,640	2,513	1,610	3,126	125,403	68,813
Firenza.....	1,135		829	2,957		39,783
Cutlass.....	6,060	4,766	5,984	21,587	332,020	181,762
Cutlass/Ciera.....	3,440	2,016	7,034	7,248	106,541	
Oldsmobile.....	6,670	5,305	6,334	25,836	242,530	242,296
Toronado.....	888	1,259	850	4,001	38,581	29,303
Pontiac Division.....	5,596	13,579	7,395	25,077	464,142	384,380
Acadian.....	70	153	70	276	16,983	9,425
2000.....		3,512	818	2,627	69,921	34,516
1000.....	440	2,215	777	2,639	80,309	32,712
Firebird.....	2,511	303	2,881	6,482	43,906	116,085
Phoenix.....	815	1,824	804	2,936	88,918	42,340
G. Prix/B'ville (83).....	1,760	4,277	2,045	9,978	106,303	118,960
AG000.....		1,295		139	5,711	30,342
LeMans.....					42,027	
Pontiac.....					10,064	
VOLKSWAGEN.....		4,202		7,518	150,237	67,658
CHECKER.....		100*			1,869*	2,163*
Total Cars, U. S.	111,392	110,563	105,580	416,675	5,638,483	4,425,486

CANADIAN CAR PRODUCTION

	Week Ended Nov. 6, 1982	Week Ended Nov. 7, 1981	Week Ended Oct. 30, 1982	Oct. Total	Jan. 1 to Nov. 7, 1981	Jan. 1 to Nov. 6, 1982
AMERICAN MOTORS.....	1,200	952		1,962	29,618	27,015
CHRYSLER CORP.....	3,440	1,974	4,182	12,469	53,776	141,560
FORD MOTOR.....	4,800	3,694	9,042	15,475	183,342	249,116
GENERAL MOTORS.....	8,580	8,053	8,567	23,479	417,814	306,829
VOLVO.....	225	225	225	899	8,930	8,827
Total Cars, Canada.....	18,245	14,898	22,016	54,284	693,480	733,347
N. American Cars.....	129,637	125,461	127,596	470,959	6,331,963	5,158,833
N. American Trucks.....	33,224	34,640	48,159	187,343	1,875,944	2,086,454
North American Cars and Trucks.....	162,861	160,101	175,755	658,302	2,207,907	7,245,287

*—All Canadians and Caravelles are built for sale in Canada. *—Estimated.

October output in Canada collapses to 18-year low

Scattered downtime due to high inventories slashed the Canadian auto production total in October to its lowest point in 18 years.

Last month, the car manufacturers assembled 54,284 units, down 9.59 percent from 60,045 built in the comparable 1981 month. It was the lowest October total since 1964 when only 34,414 cars were produced.

Downtime at Ford Motor's Oakville car facility pulled last week's estimated car production down to 18,245, a 17.13 percent decline from the previous

week's 22,016, but output jumped 22.47 percent from last year's 14,898 units.

Year-to-date, the car makers have finished 733,347 units, a 5.75 percent gain from 693,480 built in the comparable 1981 period.

The truck manufacturers wrapped up October production with 35,858 units, a 29.62 percent drop from 50,946 completed last year. It was the lowest output for that month since 1976 when 35,324 trucks were assembled.

Due to downtime at Ford Oakville last week, the truck makers estimated 6,345 units, a 32.90 percent decline from 9,456 the previous week. Output also fell 22.02 percent from 8,137 in the comparable week last year.

So far this year, the truck manufacturers have built 423,790 units, down 2.85 percent from last year's 436,215.

Ford's Oakville car and truck facilities were idle last week for inventory control. Operations are slated to resume Nov. 15.

American Motors' Brampton point, idled Oct. 18 for inventory adjustment, returned last week.

Due to poor sales, General Motors will close its Oshawa car and truck facilities for one week starting today (Nov. 8). The Oshawa car line will also be idle the weeks of Nov. 29 and Dec. 6.

The GM Oshawa truck plant, which ended second-shift production of light-duty Chevrolet and GMC trucks Oct. 25, has scheduled an additional week of downtime beginning Dec. 6.

International Harvester's Chatham assembly point remained idle last week. The facility was closed Oct. 25 due to high inventories.



Qualifying for 25

A 25-year dealer award plaque is held by honoree Pat S. Cantey Sr., right, Chevrolet dealer at Cantey Motor Co., Madison, Fla. He is congratulated by R. J. Bresnahan, Jacksonville zone manager.

TRUCK PRODUCTION IN U. S.†

	Week Ended Nov. 6, 1982	Week Ended Nov. 7, 1981	Week Ended Oct. 30, 1982	Oct. Total	Jan. 1 to Nov. 7, 1981	Jan. 1 to Nov. 6, 1982
CHEVROLET.....	11,763	8,085	13,518	59,211	409,201	577,976
DODGE.....	2,400	2,015	2,374	7,675	81,094	109,419
FORD.....	5,605	10,796	15,994	56,074	562,690	600,341
GMC.....	4,361	3,558	4,267	14,555	149,403	201,826
INTERNATIONAL.....				3,330	60,646	39,880
VOLKSWAGEN.....		599			35,201	8,103
JEEP.....	1,700*		1,500*	6,230	79,688	75,039
AM GENERAL.....	50*	50*	210*	3,286*		2,080*
MISCELLANEOUS.....	1,009*	1,400*	1,000*	4,200*	58,520*	48,000*
Total Trucks, U. S.	26,079	26,503	38,703	151,485	1,439,729	1,662,664

CANADIAN TRUCK PRODUCTION

	Week Ended Nov. 6, 1982	Week Ended Nov. 7, 1981	Week Ended Oct. 30, 1982	Oct. Total	Jan. 1 to Nov. 7, 1981	Jan. 1 to Nov. 6, 1982
CHRYSLER CORP.....	2,160	2,011	2,666	9,293	72,479	90,373
FORD MOTOR.....	85	431	2,889	9,429	119,591	115,309
GENERAL MOTORS.....	4,100	5,460	3,901	16,393	234,238	208,900
INTERNATIONAL.....		235		743	9,907	9,208
Total Trucks, Canada.....	6,345	8,137	9,456	35,858	436,215	423,790
N. American Trucks.....	33,224	34,640	48,159	187,343	1,875,944	2,086,454

†—Now includes window van production. *—Estimated.
Jeep includes commercial only. AM General includes government-destined vehicles.